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# AGRICULTURAL COOPERATION

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## OPERATING DEFICIENCIES SHOWN BY UNIFORM ACCOUNTING METHODS

Over half a million dollars was lost in the season of 1920-21 to orange growers shipping through 22 packing houses in Southern California. This was because these packing houses failed to operate as economically as did the lowest-cost plant which packed oranges at 6 $\frac{1}{2}$ ¢ a box. The high-cost packing house expended 9 $\frac{1}{2}$ ¢ a box performing the same function. This increase of 3 $\frac{1}{2}$ ¢ on the 2,754 boxes packed amounted to \$931.44. The cost for the second most economically operated plant was 64¢ a box, 2¢ more than for the most efficient. As 296,761 boxes were packed, the loss to the growers because of the 2¢ additional was \$5,935.22. The greatest loss by any one packing house was by "P," amounting to 15¢ on 379,632 boxes, a total of \$56,544.30.

The smallest total loss was by packing house "W" which had the greatest loss per box. This was because of the small number of boxes handled.

Of course it is impossible to obtain the economies of large-scale operation with only a small volume of business. However, that it is possible to obtain a high degree of efficiency with only an average amount of business is indicated by the figures for packing house "A" where the number of boxes packed was but a trifle over the average number for the 23 plants. If a uniform classification of accounts had been adopted by the 23 organizations represented it would, undoubtedly, have been possible by a comparison of costs to introduce substantial economies in the operation of the packing houses showing costs above the average.

The additional amounts which would have been available to distribute among the orange growers if all the packing could have been done as cheaply as that done by packing house "A" is indicated by the following table:

## Packing House Costs in excess of those of Low Cost Plants.

Packing House	: Cost per Box over:	Boxes Packed	: Total Additional
	: Low-Cost Plant		: Cost
	(Cents)		
A	:	0	\$ 0.00
B	:	2	5,935.22
C	:	4	6,068.36
D	:	7	29,024.10
E	:	7	17,001.74
F	:	8	25,194.00
G	:	10	41,821.60
H	:	11	49,413.98
I	:	11	47,037.10
J	:	12	34,534.08
K	:	12	33,129.36
L	:	13	31,341.96
M	:	13	28,075.84
N	:	13	17,812.60
O	:	14	17,177.30
P	:	15	56,944.80
Q	:	15	25,288.80
R	:	16	5,305.00
S	:	17	1,513.54
T	:	18	28,571.94
U	:	20	26,973.40
V	:	20	25,305.00
W	:	36	991.44
Total	:	5,249,431	554,463.96

The figures below relative to expense per box were obtained by an audit of the books in the offices of the different organizations. The expenses entered on the books were analyzed and regrouped so as to give the figures shown in the table. Expenses for activities not connected directly with the packing processes were excluded. Furthermore, care was taken to include in each group the expenses which would give results that were comparable. In order to place depreciation and interest on a basis that would permit comparisons, the book charges for these items were discarded. Depreciation was charged at a uniform rate on buildings and equipment, and interest was charged on the amount of fixed investment at the going rate for reasonably secure long-time loans in Southern California.

While the figures clearly indicate that low packing-house expense can rarely be obtained except where there is a considerable volume of business, it is obvious that only under favorable circumstances can a packing plant be provided with a large and even flow of fruit. The number and age of trees within a practical hauling radius are important factors. Because of these factors it will never be possible

for all the packing houses to be operated at maximum efficiency. However, it is more than likely that the operating expense of the least efficient can be greatly reduced from the figures given in the tables.

Orange Packing Analysis: Expense per Box in 1921 in Cents

					Indir.						
Pack-	Number	Direct	Direct	Total	Labor &	Depre-	Int-	Gen-	Total	Total	
ing	Boxes	Mater-	Labor	Prime	Super-	cia-	er-	eral	Over-	P. H.	
House:		ial		:Cost	vision		tion	est.	:Exp.	head	:Exp.
A	239,663	44	10	54	3	1	1	3	8	62	
B	296,761	45	12	53	3	0.4	1	2	7	64	
C	151,709	38	15	53	6	2	2	3	13	66	
D	414,630	46	13	59	3	2	3	2	10	69	
E	242,882	46	14	59	3	1	2	4	10	69	
F	314,925	47	16	62	3	1	1	2	8	70	
G	418,216	46	14	60	4	1	1	5	12	72	
H	449,218	50	17	67	3	1	1	2	6	73	
I	427,610	51	14	65	3	1	1	3	8	73	
J	287,784	49	14	63	3	2	3	3	11	74	
K	276,078	50	17	67	3	1	1	3	7	74	
L	241,092	49	14	63	4	1	2	4	12	75	
M	215,968	43	18	62	4	2	2	5	13	75	
N	137,020	48	15	63	5	2	2	3	12	75	
O	122,695	51	15	67	6	1	1	2	9	76	
P	379,632	50	17	67	3	2	2	3	10	77	
Q	168,592	51	14	64	0	2	2	4	13	77	
R	33,175	50	16	65	7	2	2	1	13	78	
S	8,902	43	22	65	5	1	2	4	13	79	
T	158,733	49	16	65	4	2	2	6	15	80	
U	134,867	51	17	68	7	1	2	5	14	82	
V	126,525	55	14	70	7	1	2	2	12	82	
W	2,754	46	24	71	14	2	4	7	27	93	
Ave.	228,236	48	16	63	5	1	2	5	11	75	

Total number of boxes 5,249,431.

But packing-house expense is not the whole story. The fruit is sold after being packed, and in the case of several of the associations included in this study the gains because of good sales more than outweighed any disadvantage because of high packing-house costs. Packing-house "I" sold its fruit at the highest price per box, \$3.54, and notwithstanding the fact that its packing expense was 11¢ per box higher, it returned 72¢ per box more to the growers than packing house "A." Only 5 out of the 23 packing houses were able to sell at prices sufficient to offset higher packing-house expenses, and bring net returns to the grower's above those of packing house "A." Packing house "W", it

will be noted, did the smallest amount of business, had the highest per unit packing-house charge, sold at a low price, and returned to the growers the lowest net income per box.

#### Selling Price, Packing Cost and Net Income

Packing House	Boxes	Selling Price	Packing	Net Income
I	427,610	\$3.54	.73	\$2.82
Q	168,592	3.47	.77	2.69
T	158,733	3.49	.80	2.69
P	379,632	3.35	.77	2.58
B	296,761	2.85	.64	2.21
A	239,663	2.72	.62	2.10
F	314,925	2.77	.70	2.07
G	418,216	2.79	.72	2.07
C	151,709	2.70	.66	2.04
M	215,968	2.78	.75	2.04
N	137,020	2.77	.75	2.02
D	414,630	2.67	.69	1.98
K	276,068	2.68	.74	1.94
J	237,784	2.66	.74	1.92
E	242,882	2.57	.69	1.88
H	419,218	2.58	.73	1.85
L	241,092	2.46	.75	1.72
O	122,695	2.27	.76	1.51
U	134,867	2.13	.82	1.30
R	33,175	2.02	.78	1.24
S	8,902	1.72	.79	.93
W	2,754	1.87	.98	.89
V	126,525		.32	
Average	228,236	2.68	.75	1.98

As soon as uniform classification of the various items entering into net income has been evolved and adopted by the associations marketing similar products, the problem of determining what practices make for efficiency will be greatly simplified. Uniform classification of accounting data is now the most pressing need of the majority of associations handling farm-produced commodities.

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COOPERATIVES REPORT AN INCREASED VOLUME OF BUSINESS

Business increased 64.2% during the nine years from 1913 to 1921, according to reports from 501 farmers' buying and selling associations in the twelve North Central States. As the price level for crops and live stock combined was 8% higher in 1921 than in 1913 the gain because of increased volume of business was approximately 56%. The reports indicate that in 1913 the 501 associations carried on business totaling \$47,793,000 and in 1921 a business totaling \$78,498,000. The States east of the Mississippi River made a gain of 80.7% and those west of the Mississippi a gain of 57.3%. The largest gain by any group of associations was by 30 organizations in Kansas. In 1913 the business of these associations amounted to \$2,642,000 and in 1921 to \$7,504,000. This represents a gain of 184%.

The twelve States, the number of associations for each State for which data are available, the amount of business done in 1913, in 1921, and the percentage gain for the nine years, are as follows:

## East of Mississippi River

State	: Number of Associations	: Business 1913	: Business 1921	: Per Cent Increase
Ohio	: 10	: \$ 1,230,000	: \$ 2,669,000	: 116.9
Indiana	: 8	: 537,000	: 771,000	: 43.5
Illinois	: 37	: 6,235,000	: 8,389,000	: 33.4
Michigan	: 15	: 855,000	: 2,404,000	: 181.0
Wisconsin	: 71	: 5,206,000	: 11,277,000	: 116.6
Total	: 141	: \$14,113,000	: \$25,510,000	: 80.7 (Ave.)

## West of Mississippi River

State	: Number of Associations	: Business 1913	: Business 1921	: Per Cent Increase
Minnesota	: 165	: \$10,652,000	: \$19,732,000	: 85.2
Iowa	: 63	: 8,344,000	: 9,388,000	: 12.5
Missouri	: 7	: 454,000	: 502,000	: 10.5
North Dakota	: 28	: 4,128,000	: 4,499,000	: 8.9
South Dakota	: 29	: 3,490,000	: 5,374,000	: 53.9
Nebraska	: 33	: 3,975,000	: 5,989,000	: 50.6
Kansas	: 30	: 2,642,000	: 7,504,000	: 134.0
Total	: 360	: \$33,685,000	: \$52,933,000	: 57.3 (Ave.)

Reports from 517 associations show that they handled 37.8% more business in 1921 than in 1914.

Data relative to the amount of business done in 1921 are available for 3,498 associations. The total amount for all these associations was \$444,977,000, or an average of \$127,203 per association. The number of associations handling the different groups of commodities, the

amount of business done by each group, and the average amount of business for each group, are given below:

Group	Number of Associations	Business 1921	Average Business
Grain	1,507	\$260,248,000	\$172,692
Dairy Products	371	86,496,000	99,306
Live Stock	642	64,130,000	99,890
Fruits and Vegetables	113	10,481,000	92,752
Miscellaneous	180	12,833,000	71,294
Buying Associations	185	10,789,000	58,318
Total	3,498	\$444,977,000	\$127,208 (Ave.)

The miscellaneous group includes associations handling cotton, forage crops, poultry and poultry products, tobacco, wool, and associations doing miscellaneous selling.

Of the total number of associations, 2,179 were in the States west of the Mississippi River, and 1,319 associations were located in the States east of the Mississippi. The number of associations, the amount of business done, and the average amount per association, are as follows:

	Number of Associations	Business 1921	Average Per Ass'n
East of Mississippi	1,319	\$159,316,000	\$120,785
West of Mississippi	2,179	285,661,000	131,907

Data at hand permit the grouping of 3,501 associations according to the amount of business done by each in 1921. The figures show, as a result of the grouping, that 57.6% of the associations carried on business of \$100,000 or less, and that 93.3% of the associations carried on business of \$500,000 or less. The several groups, the number of associations in each, and the per cent of all associations in each group, are given below:

Amount of Business 1921	Number of Associations	Per Cent of Total	Accumulated Per Cent
Under \$10,000	183	5.3	5.3
\$ 10,000 - 30,000	435	12.5	17.8
31,000 - 50,000	446	12.8	30.6
51,000 - 70,000	329	9.2	39.8
71,000 - 100,000	624	17.8	57.6
101,000 - 200,000	925	26.3	83.9
201,000 - 300,000	313	9.0	92.9
301,000 - 500,000	137	5.4	98.3
501,000 - 1,000,000	52	1.5	99.8
1,001,000 - 2,000,000	4	.1	99.9
2,001,000 and over	3	.1	100.0
Total	3,501	100.0	100.0

LOST MONEY HANDLING CULLS

Money was lost by handling, sorting and loading 1,100 tons of cull apples delivered at the packing plants of the Spokane Valley Growers' Union, Opportunity, Wash., last season, according to the annual expense report of the company, dated March 1, 1923.

About 15%, or more than 1,100 tons of apples delivered, were sorted out as undersized or defective and, as there was a bumper crop, these culls were not wanted at any price. By resorting and sacking the Union succeeded in selling 425 tons or about 40%, the remainder had to be given away or carted away and dumped. The total cost of handling the culls amounted to \$3,824.35, and the gross receipts from the portion sold amounted to \$3,819.19, or \$5.16 less than the items of expense.

The Spokane Valley Growers' Union marketed 600 of the 2,400 cars shipped from that district in 1922. Of the 600 cars, 415 were sold for members of the Union and 185 for other cooperative organizations. The number of field boxes received from members at the packing houses was 480,992. The marketable apples were packed into 304,500 boxes at a charge of 26¢ per box. The labor expense accounted for 14 1/2¢ of the 26¢ and was made up of the following items: Receiving and handling up to sorters, 1 1/4¢; grading, 4 1/4¢; packing, 6¢; lidding and labeling, 1 1/4¢; warehousing and loading, 1 3/4¢. The expense for material used was 6 1/2¢ a box; and the overhead expense connected with packing, 5¢; making the total for packing, 26¢.

Failure of the railroads to furnish enough cars in 1922 resulted in extra expense for storage, for labor, for hauling long distances, for shrinkage and repacking, amounting to about 6¢ a box.

The following table furnished by the Union shows the number of boxes of apples handled each year from 1912 to 1921, with receipts, expenses, net prices to growers, etc.

Year	Total Number Packed Boxes:	Total Money Received :	Ave. Gross Price Rec'd:	Total Union	:Cost of: Boxes : Expense	Net to Grower
1912	24,512	\$ 17,500.64	.71	.239	\$.1025 : .3685	
1913	11,272	15,155.04	1.34	.225	.09 : 1.025	
1914	26,332	16,062.52	.61	.32	.0875 : .2025	
1915	23,064	22,192.20	.96	.32	.095 : .545	
1916	70,619	65,675.65	.93	.28	.09 : .56	
1917	56,367	65,355.69	1.15	.35	.13 : .67	
1918	74,767	104,626.06	1.40	.30	.155 : .945	
1919	193,374	372,160.32	1.92	.40	.16 : 1.36	
1920	205,067	282,257.05	1.39	.485	.26 : .645	
1921	158,659	271,338.31	1.71	.3975	.16 : 1.1525	
Ten Year Average						
				1.212	.3316 : .133	.8474

The items making up the total Union expense, or charge per box, for each of the ten years, are shown in the table below:

Year	Packing	Sorting	All	Total	Paper, Nails	: Inter-	Over-	Total
	:	:	: Other	Labor	Labels, Car-	est	head	Union
	:	:	: Labor	Expense	loading Mat.	:	:	: Expense
1912	\$ .05	\$ #	:\$ .049	\$ .099	\$ .03	\$ --	\$ .11	\$ .239
1913	.06	#	: .085	.145	.03	--	.05	.225
1914	.04	*.05	: .14	.23	.04	--	.05	.32
1915	.04	*.05	: .14	.23	.04	--	.05	.32
1916	.05	*.05	: .06	.16	.05	--	.07	.28
1917	.06	.05	: .07	.18	.07	--	.10	.35
1918	.05	.04	: .06	.15	.065	.03	.055	.30
1919	.06	.055	: .0975	.2125	.0775	.03	.08	.40
1920	.07	.07	: .105	.245	.1075	.0325	.10	.485
1921	.05	.04	: .07	.16	.10	: .0375	.10	.3975

#Orchard run, - grading included in packing.

\*Estimated, - grading done by grower in orchard.

The expenses given for the 1922 season are as follows:

	Per Packed Box
Packing Cost .....	\$0.26
Extra Expense, account of Car Shortage..	.06
Selling Expense .....	.05
Interest Charge .....	.05
Surplus Fund Levy .....	<u>.05</u>

Total Deduction per Packed Box..                   .45

The total net worth of the association is \$118,332.93.

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#### INDIANA GOVERNOR VETOES COOPERATIVE MARKETING BILL

Governor McCray of Indiana has vetoed the cooperative marketing bill which was recently passed by both houses of the Indiana legislature. In a statement published in Indianapolis papers, the governor gives his objections to the bill and offers to cooperate with the Farm Bureau Federation in the preparation of a bill which will eliminate the objectionable features. The bill, among other provisions, authorized associations to borrow money without limitation as to the amount of corporate indebtedness. This the governor considered unsound. It also provided for an injunction against a member violating his contract and penalties for soliciting or inducing a member to breach his contract. The governor considered these provisions to be violations of State and Federal constitutional guaranties.

INCREASED RECEIPTS DESPITE DECREASED PRODUCT

Cash receipts increase while pounds of cheese decrease, is the report of the manager of the Tillamook County Creamery Association, Tillamook, Ore., for 1922. During that year there was an increase of \$164,426.76 over the receipts of 1921, while the amount of cheese produced was 106,936 pounds less than in 1921. An average price for the year of 25.79¢ per pound, or 2.73¢ more than in 1921, accounted in some measure for the increased receipts, while unfavorable weather, resulting in shortage of feed, accounted for the reduced production. California provided a market for 65% of the entire output for the year.

The Tillamook County Creamery Association was organized in 1909 to coordinate the efforts of nine creameries to improve their product and to aid in marketing problems. An inspector was employed to visit the factories and help bring about improvements. Production of high-quality cheese has been the constant aim of the association. At the present time only two grades are produced, firsts and seconds. No three-day milk was made into cheese in 1922. The association now has 25 member factories, the first and largest of which, the Tillamook Creamery, was established in 1894. The capital stock of \$25,000 is now paid in full and the surplus fund amounts to \$5,123.12.

The following table shows the extent of the business since the organization of the county association in 1909:

Year :	Lbs. Milk	: Lbs. Cheese	:	Amount Sold For
1909 :	23,416,524	: 2,541,057	:	\$ 400,044.84
1910 :	23,639,644	: 2,506,612	:	386,135.81
1911 :	24,131,892	: 2,619,229	:	353,206.29
1912 :	29,130,514	: 3,211,004	:	524,718.61
1913 :	31,566,838	: 3,505,516	:	541,743.46
1914 :	33,202,516	: 3,694,458	:	508,395.55
1915 :	36,577,206	: 4,043,875	:	557,590.00
1916 :	38,603,101	: 4,335,817	:	726,911.00
1917 :	44,901,303	: 4,974,328	:	*1,183,052.13
1918 :	45,100,156	: 5,030,900	:	*1,352,094.38
1919 :	53,522,239	: 6,091,259	:	*2,007,500.00
1920 :	56,749,190	: 6,435,600	:	*1,937,950.15
1921 :	59,952,123	: 6,722,393	:	*1,570,991.96
1922 :	59,430,293	: 6,015,957	:	*1,741,418.72
Total:	559,932,549	: 62,335,505	:	\$13,863,359.08

\*Receipts for cheese, cream, butter and market milk.

Sales for the year 1922 were as follows:

Sales of cheese .....	\$1,706,136.49
" " whey cream .....	30,812.74
" " " butter .....	2,908.10
" " market milk .....	1,421.59
Total .....	\$1,741,418.72

Feed business conducted during 1922 brought in a revenue of \$10,308.05. The association still has 2,600 cases of cheese in storage.

The table given below shows the average prices received for cheese each year since 1915, the cost of making, and the amount paid the farmers each year for 100 pounds of milk:

Year :	Average Prices :	Average Cost of :	Average Price Paid
	Rec'd for Cheese:	Making Cheese	for 100 lbs. Milk
	(Cents per lb.)	(Cents per lb.)	
1915 :	13.79	*1.75	- - - -
1916 :	16.76	*1.75	\$1.635
1917 :	23.52	2.311	2.44
1918 :	26.365	2.685	2.66
1919 :	32.4	3.437	3.31
1920 :	29.63	4.137	2.935
1921 :	23.06	- - -	- - -
1922 :	25.79	4.002	2.484

\*Estimated.

The receipts from sales of cheese, the total charge for making cheese, and the percentage which the making is of the receipts are given below for the past six years:

Year :	Receipts from :	Charge for Making :	Per Cent
	Cheese	Cheese	Making of Receipts
:	:	:	
1917 :	\$1,141,793.57	\$ 93,823	.08655
1918 :	1,328,213.37	152,994	.1151
1919 :	1,972,664.00	236,083	.1196
1920 :	1,901,631.72	273,021	.1435
1921 :	1,550,331.18	239,588	.1863
1922 :	1,706,186.49	264,916	.1552

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#### GRAVESTEIN APPLES POPULAR WITH SEBASTAPOL GROWERS

During the calendar year 1922, the Sebastopol Apple Growers' Union, Sebastopol, Calif., packed and shipped 592,595 boxes of apples from eleven shipping points, according to the annual statement dated December 31, 1922. Thirty-nine varieties of apples were shipped, but of the total number of boxes, 535,300 were Gravesteins. In 1921, 434,761 boxes were shipped, of which 274,922 were Gravesteins. The company began operations in 1911 and now has 1,028 members and controls 75% to 80% of the apples grown in that section. The capital stock is \$121,400. The real estate and packing houses, located at eight points, are valued at \$178,062.78, including the machinery and fixtures.

INTERNATIONAL COOPERATIVE BANKING

The committee set up to study the possibilities of international banking arrangements in the cooperative movement of the various countries, met in the city of Ghent, on February 5, to consider future plans. The report of the Secretariat submitted by the secretary, Gaston Levy, showed that information had so far been received from 93 cooperative banks and banking departments, established in 33 countries. This total was made up of 40 consumers' banks, 2 producers', 30 agricultural, 14 mixed, and 7 undefined. In several cases international relations have been established between cooperative banks, as in the case of the French Cooperative Bank with Czecho-Slovakia and Latvia for reciprocal and current accounts, and with cooperative organizations in South Russia for advances on goods in transit.

Gaston Levy also submitted a proposal for the introduction of a uniform balance sheet for cooperative banking organizations, as an essential condition for the comparison of operations, kinds of capital, and all other accounts incident to the business of banking. In order to arrive at comparative tables, it was proposed to make all conversions into a single monetary standard as the French franc. The secretary reported that the replies received generally demonstrated that a certain number of international banking operations were not only possible and desirable, but that many of the cooperative banks were willing to undertake them.

The forthcoming report of the Committee will discuss another important aspect, namely, the desirability of unity of action between consumers', producers', agricultural and credit banks; the manner of their fusion, and the safeguards which it is necessary to observe in securing this development.

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CONSUMERS' COOPERATIVE OPENS SHORT COURSE FOR EMPLOYEES

In order that every employee on its payroll may know the reason for the organization and its history, that they may know why milk should be pasteurized and how it is done, how to care for milk that it may reach the consumer in the best condition, and that each one may realize the importance of these subjects and his own responsibility to the community, the Franklin Cooperative Creamery Association, Minneapolis, Minn., has opened a short course of ten weeks for its employees, and has secured some of the best instructors of the Northwest as teachers.

Approximately \$50,000 is to be distributed to patrons on the business of 1922, during which year pure, wholesome milk was sold by the association at eleven cents a quart. Beginning with February, 1923, the patronage dividend is to be paid monthly. The financial statement for each month will determine the percentage of rebate to be given customers during the following month on the purchase of milk tickets.

### SELLS 39% OF CREAMERY BUTTER SOLD IN LOS ANGELES

Selling butter for eight large cooperative creameries is the chief business of the Challenge Cream and Butter Association, Los Angeles, Calif., whose twelfth annual report, dated December 31, 1922, shows sales for the year amounting to \$5,100,591.07. Butter, cream, condensed skim milk, sweetened condensed skim milk, and cheese, were handled. The company was organized in 1910 as a sales agency for two creameries and began business January 1, 1911. Since that time its scope has been enlarged until it has eight member creameries, including the Danish Creamery Association, located at Fresno, one of the largest creameries in the United States. Two more cooperative creameries, located in Idaho, are now "on probation" and if their butter proves satisfactory they will probably be taken into the association.

The member creameries are independent cooperative units made up of milk producers, and the overhead association is strictly a sales agency. In 1914 the company handled 16.2% of all the fresh butter received in Los Angeles, in 1920 it handled 25% of the total, in 1921, 34%, and in 1922, 39%. Butter is sold under two brands, "Danish" and "Challenge." "Danish" butter commands a premium of one cent a pound on the market. An efficiency man is employed to work among the creameries to assist in improving the quality of the product.

Statistics regarding the volume of the business for several years have been compiled from available reports.

Year :	Total Sales :	Paid to Creameries :	Per Cent of Total :	Butter Handled :	Expenses (Pounds) :	(Cents)
1913 :	- - -	- - -	- -	1,756,664	- -	
1914 :	- - -	\$ 696,776.53	- -	2,322,185	1.29	
1919 :	- - -	- - -	- -	3,590,833	1.8054	
1920 :	\$3,310,224.22	2,817,515.53	85	4,537,905	1.8468	
1921 :	3,658,176.09	3,097,565.36	84	6,852,492	1.58	
1922 :	5,011,591.07	4,766,187.02	95	9,331,295	1.83	

Paid-in capital amounts to \$21,000, and property and equipment, including autos and trucks, are inventoried at \$32,331.84.

The cost of doing business, figured on the volume of sales, was 3.73% in 1914; 2.6% in 1920; 2.85% in 1921; and 2.50% in 1922.

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### NEW PERIODICAL FOR IOWA LIVE STOCK SHIPPERS

"The Shipper" is the title of a four-page publication issued by the Iowa Cooperative Live Stock Shippers, Des Moines, an organization which now has 180 member associations. Vol. I, No. 1, was issued under date of February, 1923. Announcement is made in the publication of the establishment by the Iowa Cooperative Live Stock Shippers of an audit department which will audit the books of the local shipping associations on payment of expenses.

"CENTROSOYUS" FOREIGN TRADE IN 1922

The Central Union of Consumers' Cooperative Societies (briefly known as the "Centrosoyus") of Russia, through its branch in London, recently reported that the value of goods shipped to Russia between February 1 and December 31, 1922, amounted to 757,008 pounds sterling. Of this total 542,077 pounds represented goods purchased, while the balance of 214,931 pounds represented goods taken over from the old board of "Centrosoyus, Ltd.," when the present managers arrived from Soviet Russia.

The purchased goods were shipped to Russia from the following ports:

	Pounds sterling
London .....	508,292
Riga .....	29,171
Berlin .....	2,566
New York .....	1,164
Reval .....	379

The goods were divided into the following classes:

Foodstuffs .....	40% of total
Articles of general consumption....	48%
Partly manufactured goods .....	7.7%
Machinery equipment .....	3.8%

In the same period the Centrosoyus shipped raw materials out of Russia, a total quantity of 8,496 tons, of which 2,603 tons went to England, and 5,893 tons to Germany.

The London office of the Centrosoyus had a sales turnover for the past year of 336,505 pounds sterling in furs, raw hides, horse hair, and medicinal herbs. The total turnover (sales and purchases) amounted to 1,059,723 pounds sterling. The value of raw materials in stock in the foreign branches of the Centrosoyus on January 1, 1923, was estimated at 950,000 pounds sterling.

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NEW CALIFORNIA BEAN WAREHOUSE COVERS FOUR ACRES

Control of its products from producer to wholesaler through the operations of clearing and standardizing, is the policy of the California Bean Growers' Association, San Francisco. In accordance with this policy a modern warehouse covering four acres has recently been erected for handling and storing beans. An advantageous site was chosen at the confluence of the Sacramento and San Joaquin Rivers, where beans may be shipped in by barge and also shipped out by water routes. This location also has the advantage of the terminal facilities of three transcontinental railroads. The warehouse has all modern equipment, including a fumigator which is used in the fight against the bean weevil.

The California Bean Growers' Warehouse Corporation was organized on September 23, 1922, with a capital stock of \$100,000 divided into shares of \$10. The Warehouse Corporation agrees to process and store the beans for the Growers' Association. (Data from Calif. Bean Growers' Journal, March, 1923).

COLLECTS INTEREST ON DAILY BALANCE AT THE BANK

According to the audit statement of the Fayette Producers' Company, Washington Court House, Ohio, for the year ending December 31, 1922, the receipts from live-stock shipments amounted to \$837,045.98 and the payments to live-stock shippers in settlement amounted to \$824,762.15, or 98.5% of the receipts. During the year refunds to the amount of \$503.81 were made to shippers because of previous shipments. The real estate and equipment at the close of the year were valued at \$5,100, and the company consisted of 618 stockholders, each holding one share valued at \$1.

The company shipped during the year 665 floors of stock, 45,871 animals, of which hogs numbered 41,250; sheep, 2,718; calves, 1,060; cattle, 843. These animals weighed 9,088,179 pounds and were handled at an average expense of 64¢ per cwt.

The first shipment of live stock by what is now the Fayette Producers' Company, was made on October 27, 1920. Up to December 31, 1921, a total of 600 floors of stock had been sent to market. The returns from the consignments totaled \$727,833 and the shippers had been paid \$715,736, or 98.33% of the receipts from the consignments.

The company receives and loads live stock at any shipping point in Fayette County. Each producer receives what his stock sells for less freight, market expense and the expenses of the local company. At the close of the year a refund, or patronage dividend, is given loyal shippers, this being a return of part of the shipping fees.

In addition to shipping live stock the company handles for its members feed, fertilizer, salt and coal. Through an arrangement with its banker the company receives interest on daily balances. Nearly one hundred dollars was obtained from this source in 1922.

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LIVE STOCK SHIPPERS REORGANIZE AND CHANGE NAME

The Minnesota Central Cooperative Live Stock Shippers' Association, South St. Paul, Minn., recently reorganized, incorporated, and changed its name to the Northwestern Cooperative Live Stock Shippers' Association. This company was organized February 14, 1917, to furnish information regarding production, shipping and marketing of stock. Problems concerning transportation and stockyards control are also handled for members. In 1920 the association aided in securing the enactment in the State legislature of the open marketing bill, whereby shipping associations were relieved of the necessity for membership in the live stock exchange at St. Paul or any other market in the State. In 1921 the association opened a live-stock selling agency, known as the Central Cooperative Commission Association. This is a separate company and has different officers from the shippers' association.

The Northwestern Cooperative Live Stock Shippers' Association proposes to finance itself by making an assessment of 15¢ a car on all live stock shipped by its members to the South St. Paul Market. (The Cooperative Shipper, March, 1923.)

MARKETED OVER SEVEN MILLION EGGS IN 1922

In five years the Washington Egg and Poultry Producers' Association, Seattle, Wash., has made a big growth. About 4,000 cases of eggs were shipped in 1913 and 226,284 cases in 1922. The following table shows the amounts of authorized and paid-in capital stock each year, and the number of members and net worth for years in which these figures are available.

Year :	Capital Stock :	Number of :	Net Worth
	: Authorized : Paid-in	Members :	:
1917 :	\$ 2,000	\$ 473:	:
1918 :	2,000	532:	:
1919 :	15,000	6,827:	\$ 4,415.41
1920 :	100,000	31,997:	46,589.40
1921 :	250,000	110,471:	108,716.31
1922 :	- - -	209,067:	244,514.93

The increase of the egg business from year to year is shown by the table below:

Year :	Cases of Eggs		Operating:	Average Net Price	
	Handled	Members for Eggs	Expenses	Per Case	Per Doz.
1913 :	4,000	:	(Per Doz.):	:	:
1919 :	32,716	\$ 519,476	\$0.016	\$16.56	\$0.552
1920 :	85,060	1,523,303	.0153	15.56	.552
1921 :	200,237	1,985,552	.0242	10.105	.333
1922 :	266,284	2,229,319	.0238	:	.2791

Payments to members are made partly in stock, one cent per dozen being allotted for this purpose.

In November, 1921, an accumulated surplus of \$20,041.72 was pro-rated back to members in proportion to their shipments of eggs. Half of this was paid in cash and half in stock credit.

This association which was organized in February, 1917, operates stations at Seattle and four other points, and in turn is itself one of five members of the Pacific Egg Producers, of San Francisco. During 1917 and 1918 the eggs were sold through an agent at a fixed charge per dozen. Since that time the association has acted for itself but now has joined with four similar associations to create a selling agency.

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SOUTHWEST GEORGIA WATERMELON GROWERS ISSUE A PAPER

Vol. 1, No. 1, of the "Sowega Standard," "a farm paper for farmers," appeared March 3, 1923, as the official organ of the Southwest Georgia Watermelon Growers' Association, Adel, Georgia. The publication is "devoted to the interest of cooperative marketing in the Southeast," and is to be issued every two weeks on Thursdays.

EASTERN STATES FARMERS' EXCHANGE COMPLETES FIFTH YEAR

Five years of steady growth is reported by the Eastern States Farmers' Exchange, Springfield, Mass. The business of this organization is the cooperative purchasing of feed, grain, fertilizer, seeds, and insecticides. There are 70 members, each representing a local or county organization. A board of 25 directors controls the affairs of the company. The following table shows the increase of the business since 1918:

Year :	Supplies : Purchased : (Carloads)	Value : \$	Fertilizer : Sold (Tons)
1918 :	143	\$ 197,287	:
1919 :	655	957,224	1,551
1920 :	940	1,612,009	2,892
1921 :	1,633	1,587,061	5,295
1922 :	2,212	2,020,691	10,500

Thirty-one thousand tons of feed were purchased in 1922 for 4,141 farmers, and these farmers are now receiving their shipments of 24% ration purchased through the feed pool at \$43.88 per ton, while their neighbors are paying from \$56 to \$61 per ton for dairy feeds of no better quality. (Data from Exchange report).

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ASSISTANCE TO COOPERATIVE ASSOCIATIONS BY COUNTY AGENTS

Data compiled by the States Relations Service of the U. S. Department of Agriculture, from the annual reports of county extension agents, show the following figures regarding marketing work done by the agents in the 33 Northern and Western States:

	1920	1921	1922
Number of associations assisted in organizing	1,988	1,701	903
Membership	148,157	227,424	162,181
Value of business	\$39,562,964	\$40,177,127	\$22,365,483
Number of associations agent cooperated with	5,166	3,234	3,418
Membership	456,030	-----	-----
Value of business	\$375,714,660	\$272,191,124	\$175,518,625

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NEW PRODUCERS' COMMISSION ASSOCIATION AT KANSAS CITY

The eighth farmer-owned Producers' Commission Association for the handling of live stock on the terminal markets was opened March 5, 1923, at Kansas City, Mo.